

**THE PRODUCER'S PERSPECTIVE**  
A BROADWAY PRODUCER'S OPINION ON EVERYTHING BROADWAY AND BEYOND **PRO**  
PRESENTS



## Theater Law You Need to Know

Wednesday, May 10 • 7 pm ET

To listen to the audio of the webinar use your computer speakers,  
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**Notes:**

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## Agenda

1. Lawyers: Can't live with 'em. Can't live without 'em.
2. When is it time to make your company legal?
3. The three contracts you need before you do anything
4. Raising money under the law
5. The costs of doing legal business
6. Q&A

THE PRODUCER'S PERSPECTIVE  
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### Notes:

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#### DISCLAIMER

The information in this webinar is provided for general informational purposes and should not be construed as legal advice. Nor is it intended to be a substitute for legal counsel on any subject matter. No consumer of webinar should act or refrain from acting on the basis of any information included in, or accessible through, this webinar without seeking the appropriate legal or other professional advice on the particular facts and circumstances at issue from a lawyer licensed in the recipient's state, country or other appropriate licensing jurisdiction.

THE PRODUCER'S PERSPECTIVE  
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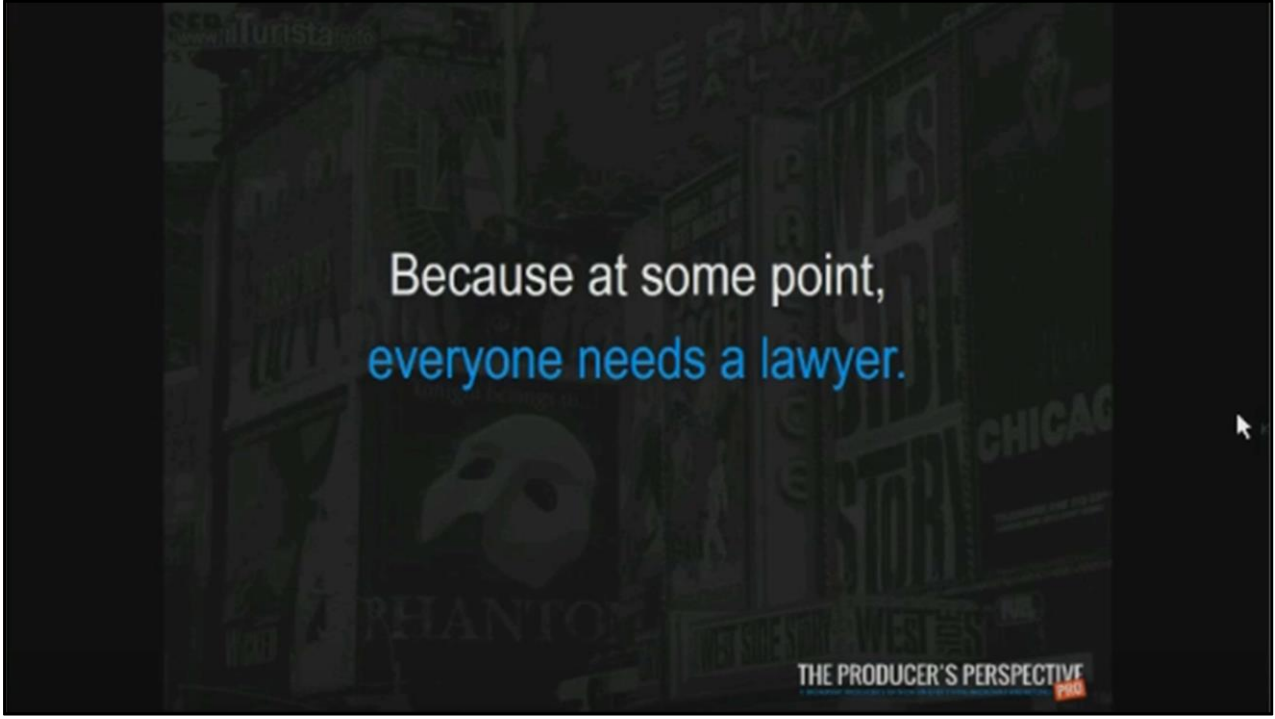
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Because at some point,  
everyone needs a lawyer.

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When is it time to make your company legal?



THE PRODUCER'S PERSPECTIVE  
A REALITY SHOW ABOUT THE REALITY OF THE PRODUCTION INDUSTRY

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Making something **official**  
makes you **more committed**.

THE PRODUCER'S PERSPECTIVE  
A BROADWAY PRODUCTION OF THE NEW YORK CITY THEATRE COMPANY  
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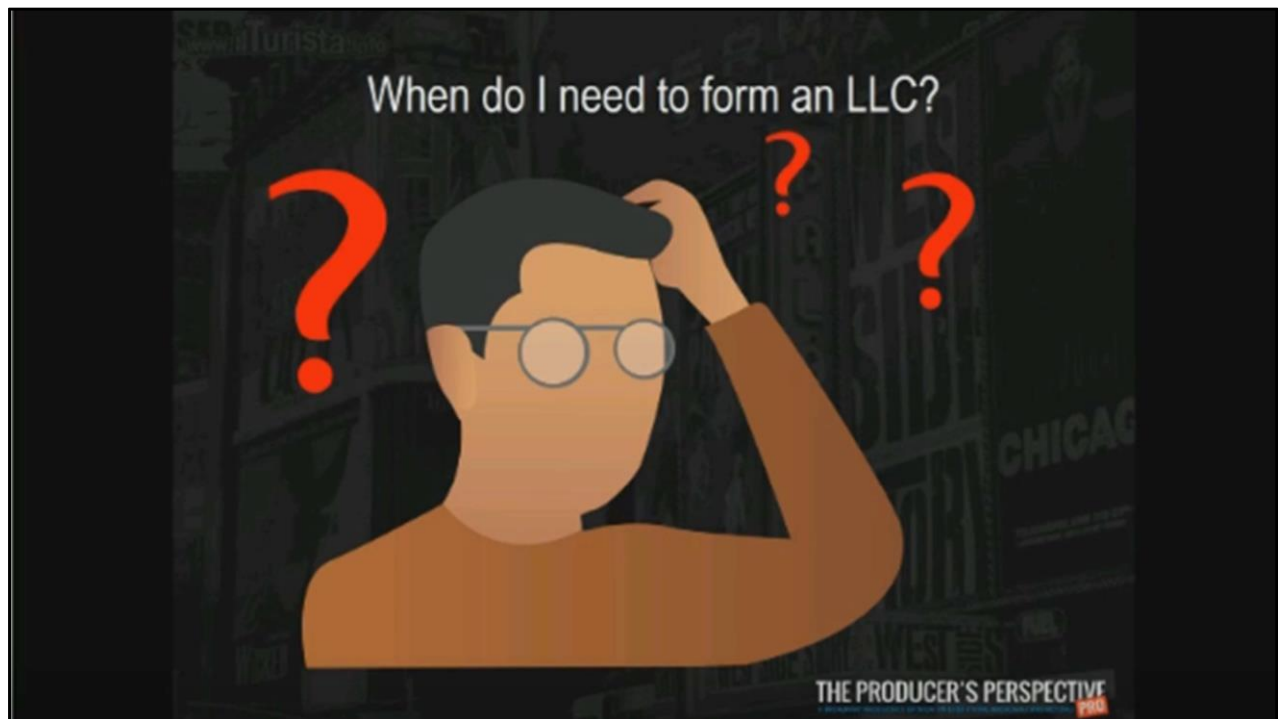
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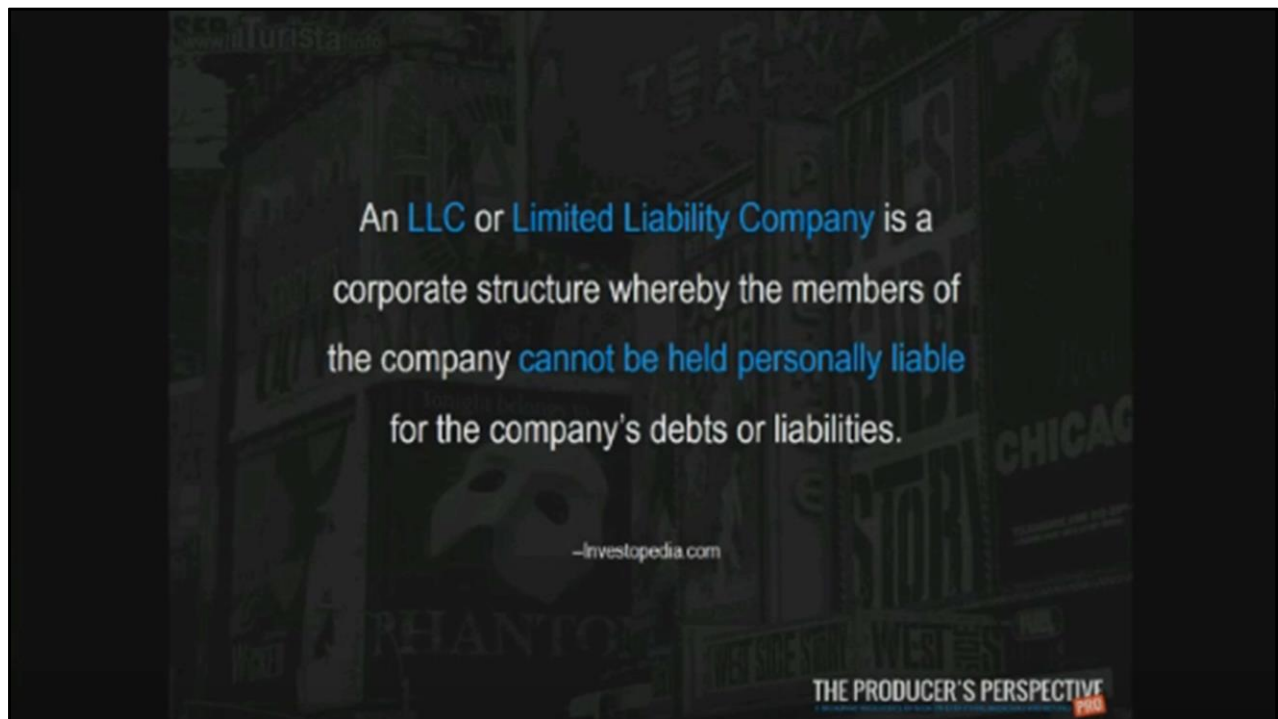
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## Three Questions to Ask Yourself Before Forming an LLC

1. Am I selling something?
2. Am I raising money?
3. Am I having a live, in-person event?

If the answer to any of these questions is YES,  
then you should form an LLC.

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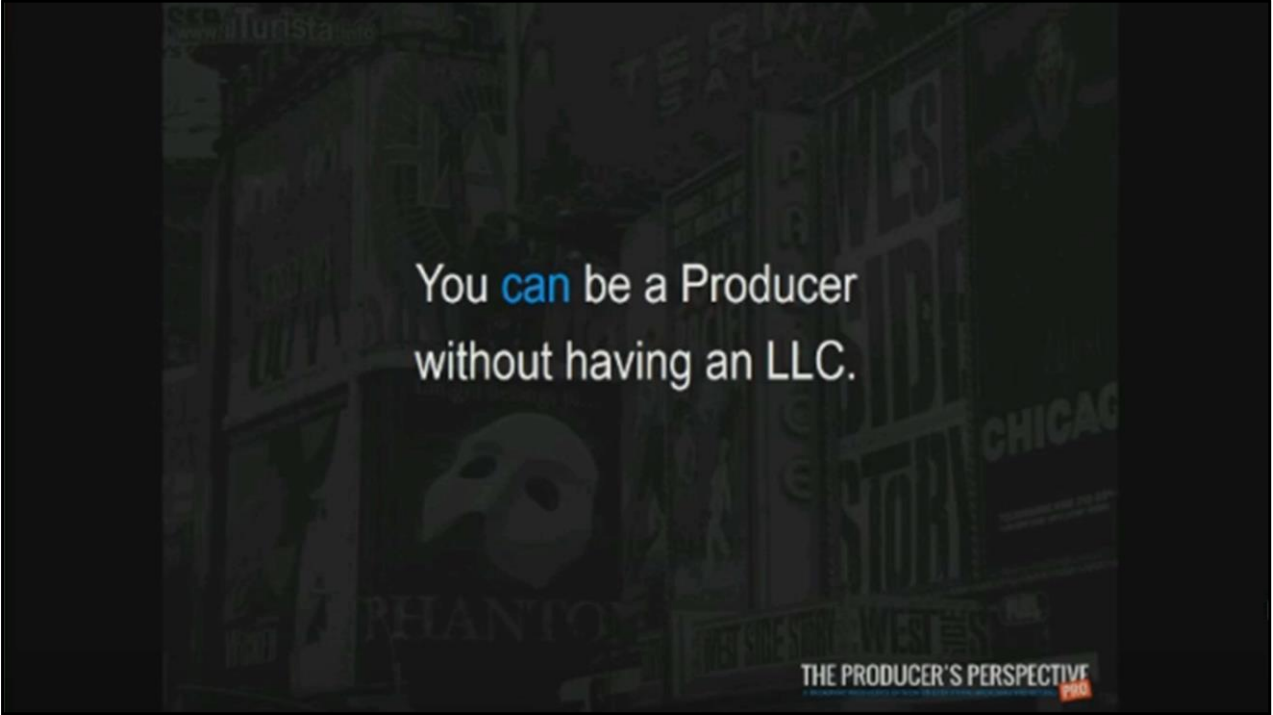
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You **can** be a Producer  
without having an LLC.

THE PRODUCER'S PERSPECTIVE  
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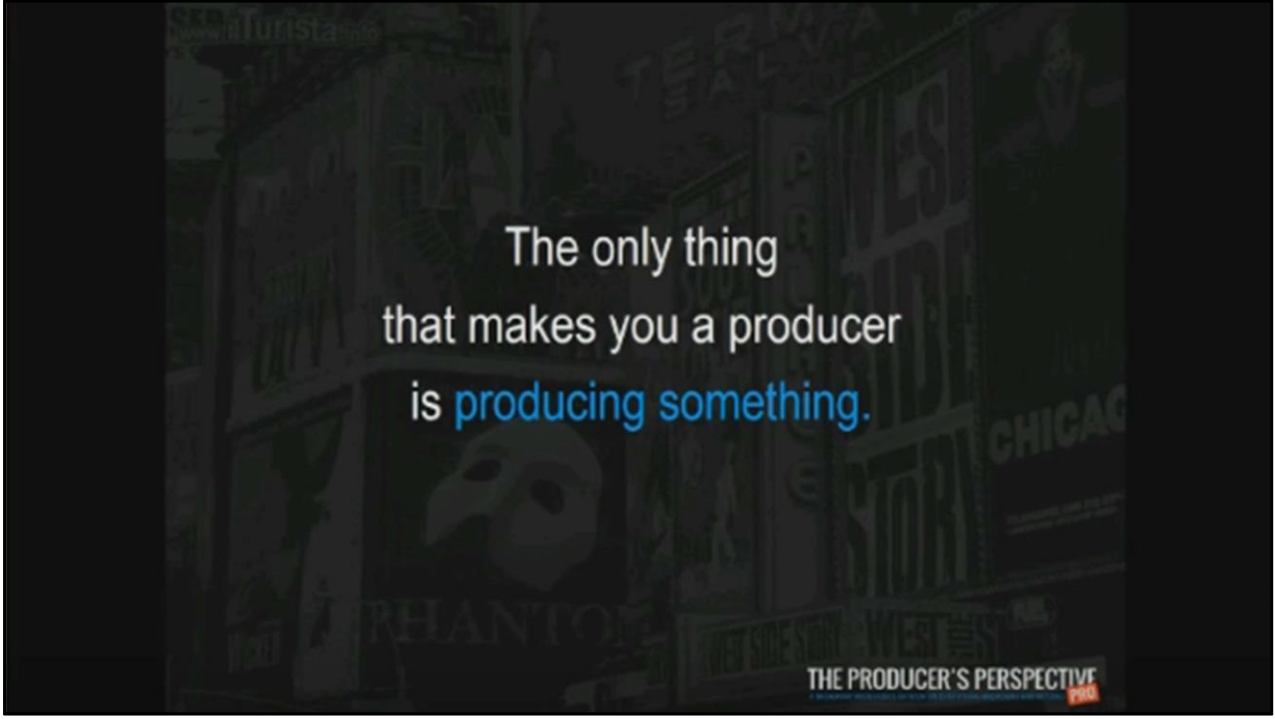
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The only thing  
that makes you a producer  
is producing something.

THE PRODUCER'S PERSPECTIVE  
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You don't need a lawyer to create  
an LLC.

THE PRODUCER'S PERSPECTIVE  
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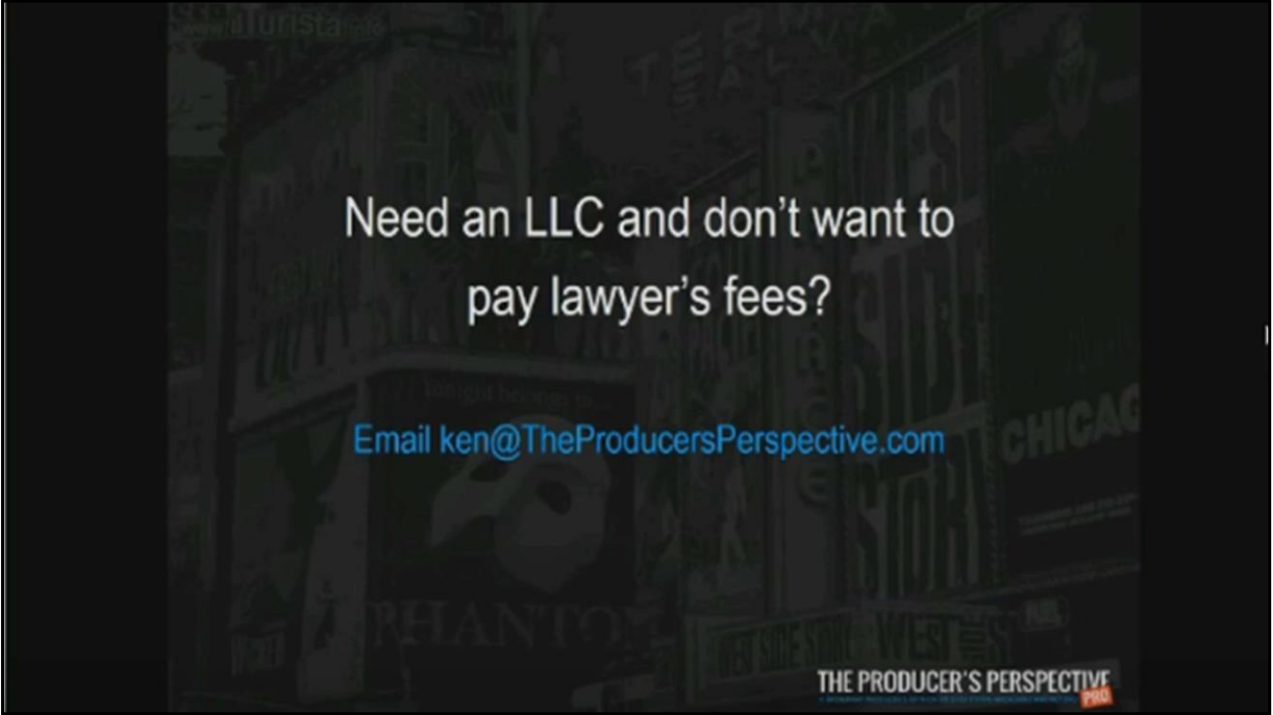
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Need an LLC and don't want to  
pay lawyer's fees?

Email [ken@TheProducersPerspective.com](mailto:ken@TheProducersPerspective.com)

THE PRODUCER'S PERSPECTIVE  
P.P.P.

**Notes:**

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The three contracts you need before you do anything.



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## CONTRACT #1

If you're adapting a piece, you need a

## Underlying Rights Agreement

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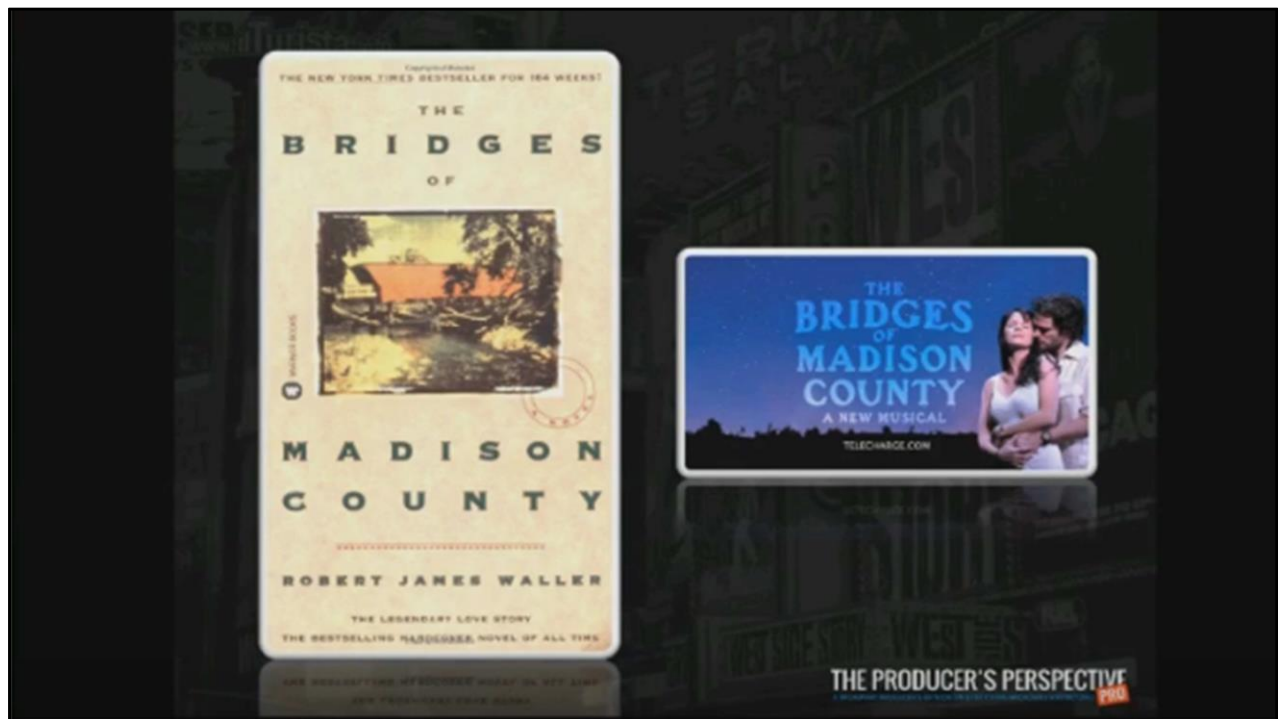
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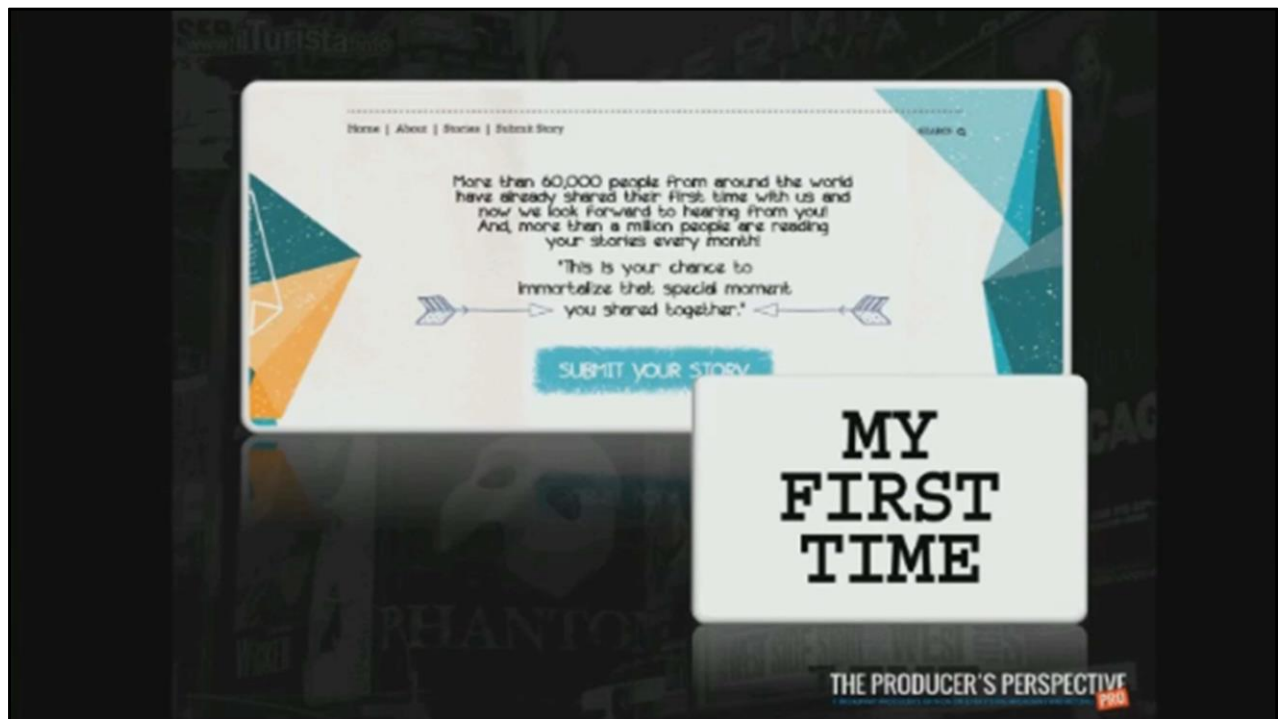
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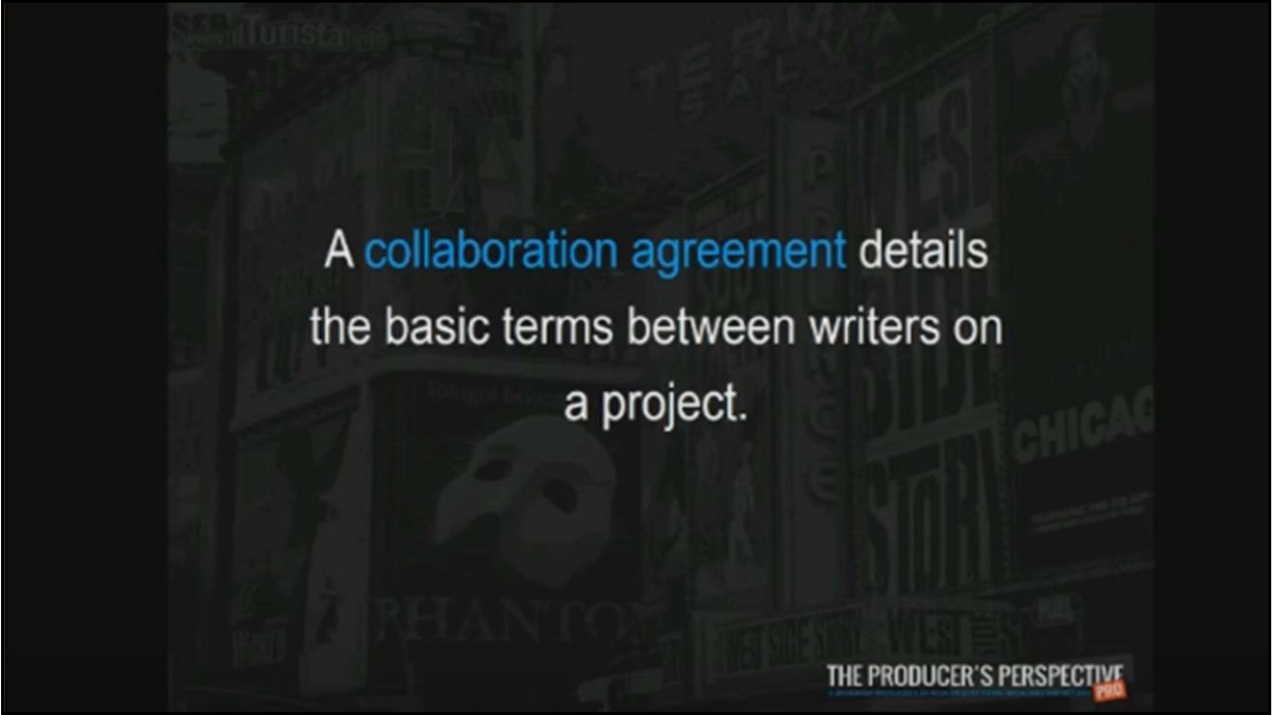
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A **collaboration agreement** details the basic terms between writers on a project.

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Get a collaboration agreement——  
——even in its most simple terms——  
——as early as possible.

THE PRODUCER'S PERSPECTIVE  
A PRACTICAL GUIDE TO PRODUCING FILMS AND TV SERIES  
P. 100

**Notes:**

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Collaboration agreements are  
**especially important** when you  
**don't have a relationship** with your  
collaborator.

THE PRODUCER'S PERSPECTIVE

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## CONTRACT #3

If you're producing a piece written by other  
people, you need an  
**Option Agreement**

THE PRODUCER'S PERSPECTIVE  
A PRODUCTION OF THE PRODUCER'S PERSPECTIVE

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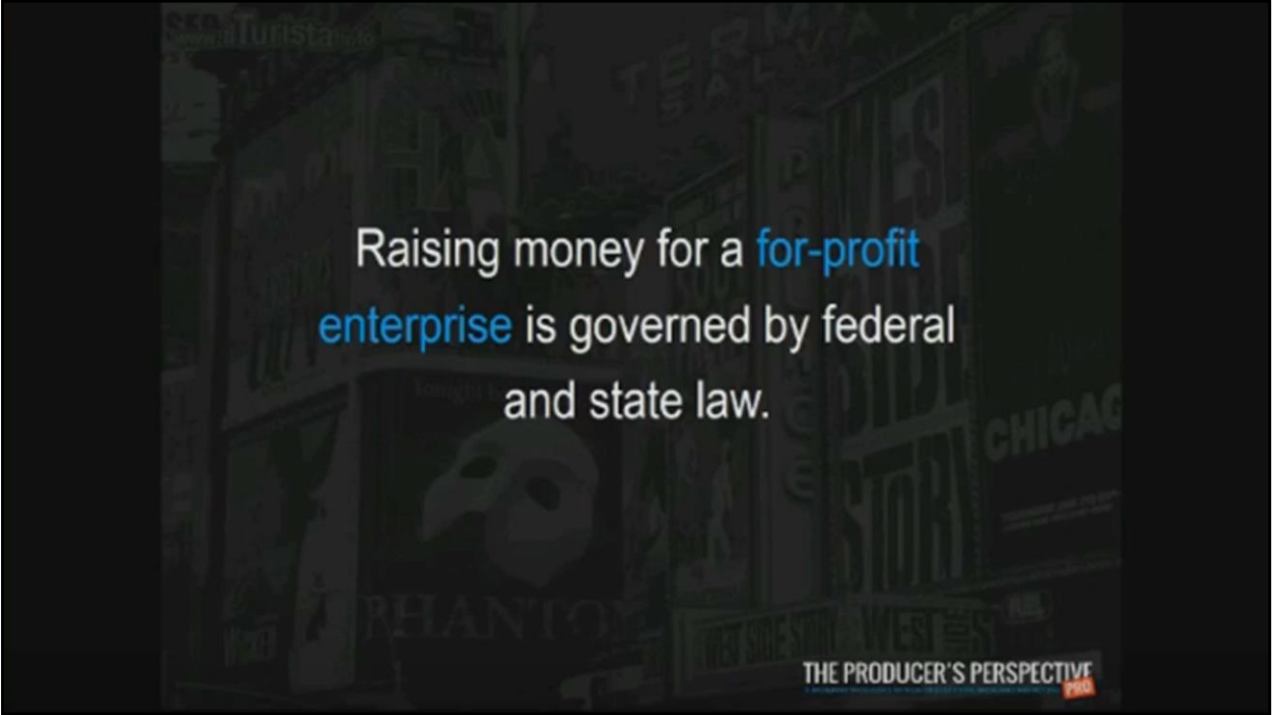
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Raising money for a **for-profit enterprise** is governed by federal and state law.

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## The Three Types of Investment Documents

1. Front Money
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3. Production Money

THE PRODUCER'S PERSPECTIVE  
A PRODUCER'S GUIDE TO THE FILM INDUSTRY

**Notes:**

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## The Costs of Doing Legal Business



THE PRODUCER'S PERSPECTIVE  
A PRODUCTION OF THE PRODUCER'S PERSPECTIVE

**Notes:**

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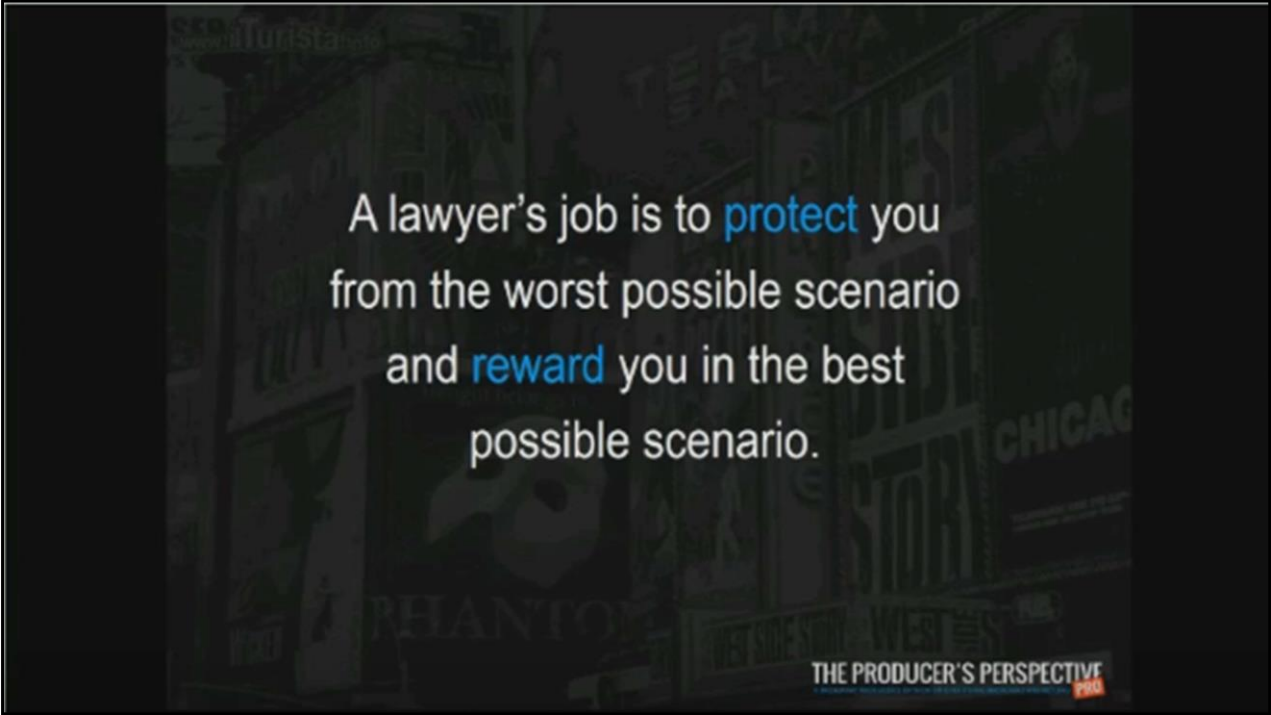
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A lawyer's job is to **protect** you  
from the worst possible scenario  
and **reward** you in the best  
possible scenario.

THE PRODUCER'S PERSPECTIVE  
A PRODUCTION BY PRODUCERS OF THE YEAR  
PROD

**Notes:**

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## Attorney's Fees in the Theater

### 1. Broadway

- \$75k—\$125k per production
- \$750—\$1250 per week operating

### 2. Off Broadway

- \$10k—\$20k per production
- \$250—\$500 per week operating

THE PRODUCER'S PERSPECTIVE  
A RESOURCE FOR THEATRICAL PRODUCERS

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Try to negotiate a lower or no weekly.

- No weekly during loss weeks
- Sunset clause
- Low weekly until recoupment

THE PRODUCER'S PERSPECTIVE  
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## Ask your lawyer to...



1. Refer you to investors/co-producers
2. Refer you to theaters
3. Send invitations to their network to see your show
4. Recommend you for jobs
5. Lobby on your behalf
6. Give you career advice

THE PRODUCER'S PERSPECTIVE  
A PRODUCTION OF THE PRODUCERS' PERSPECTIVE

**Notes:**

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